

***We appreciate this opportunity to provide this custom Dragon Medical proposal, including product information and pricing for you, as a member of AIH/The Beacon Company.***

*(When you contact us, please identify yourself as a member of AIH/The Beacon Company.)*

## Join the over 100,000 US clinicians using Dragon Medical!



Dragon Medical 10 enables medical professionals to get complete clinical notes instantly and at a fraction of the cost of manual transcription. Save thousands of dollars per year per physician.

- Reduce or eliminate manual transcription!
- Dictate into Windows® applications including your Electronic Medical/Health Record (EMR/EHR), word processor and email.
- Select your medical specialty from over 75 preconfigured medical specialty vocabularies.
- Quickly create simple commands that will enter blocks of text such as normal exam results or patient education statements. Automate complex, multi-step tasks.
- Use digital recorders when away from your PC and/or specialty microphones such as the programmable Dictaphone PowerMic 2 (shown at right), Bluetooth/wireless mics, etc. A basic noise-canceling headset microphone is included.
- Use Dragon's Roaming User feature for easy user movement between PCs & for central back-up.
- Experience increased accuracy for accented speakers with the regional accented English acoustic models: Indian, Spanish, British, Australian, SE Asian, Southern US and Inland Northern US (Great Lakes area).
- Enhanced Medical Formatting capabilities allow users to set how Dragon Medical displays dictation of information like times, dates, units of measure, and acronyms for medical conditions and procedures.



**For more info, please contact us and/or visit our web site at: [www.Image-Management.com](http://www.Image-Management.com)**

- System Requirements for Dragon Medical 10
- A full write-up of capabilities

## **Two Versions: Dragon Medical or Dragon Medical Small Practice: Which one is right for you?**

**1) Eligibility:** Dragon Med Small Practice can NOT be sold to hospital, hospital clinic or practice owned/operated by hospital.

**2) Feature Differences:** Dragon Medical includes the following added features over those of Medical Small Practice:

- **Additional vocabularies** – Includes Radiology and Pathology vocabularies.
- **Voice shortcuts for medical reference search** – Search WebMD®, UptoDate®, PubMed™ or ICD9 by voice!
- **Medical Template Library** – Includes over two dozen sample macros including New Patient Visit, “normals” for physical exam, etc. Use as is or customize.
- **My Commands** – Command Browser Panel shows user-added commands only
- **Hidden Dictation Box** – Allows dictation to be accumulated without a field selected and then transferred into a field of user's choosing. Perfect for developing narrative while reviewing multiple EMR/application screens.
- **DragonTemplates (Macros) with fields** – Easily add fields to your commands. Fields can have defaults or list of values or allow free dictation to help automate form filling.
- **Encrypt macros** – Administrators can encrypt distributed commands to prevent user editing
- **Correction Only Profile** – Correctionists can create a “No Dictation” profile that does not require a mic. Helpful for USB or BlueTooth environments where Windows would prompt for a mic.



## **How many licensed copies of Dragon Medical do we need for our “dictators”?**

Dragon is licensed based on the number of dictating users, but can be loaded on more than one PC for the dictating user(s). The software can be loaded on a user's desktop PC, laptop, another office PC, home PC (if you allow), etc. It can even be loaded on a support person's PC if that person only uses the software to start the transcription of and proofread dictation done by the licensed dictator. Whether the users are "simultaneous users" or not FTEs is immaterial. And, the fact that multiple dictators use the same PC is also immaterial. **So, count the number of dictating users to determine the count of Dragon Medical licensed users needed!**



**Custom Pricing for AIH/The Beacon Company Members**  
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| Item#  | Product   | QTY | Group Unit Price  | Extended Price                 |
|--|---|-----|---|--------------------------------|
| <b>DRAGON MEDICAL or DRAGON MEDICAL SMALL PRACTICE</b>   |   |     |   |                                |
| <b>Option: Add a Nuance Dictaphone PowerMic 2</b> programmable handheld, USB-attached microphone (MSRP = \$495.99) for only \$300 more with purchase of Dragon Medical |   |     |   |                                |
| <b>Note:</b> Dragon Medical Enterprise? Volume Licensing for 20+ users. Contact us for more information and pricing.   |   |     |   |                                |
| 1  | <b>Dragon Medical 10</b>  |     | MSRP = \$1,599.99 Less \$200.99 Savings   | <b>\$1399</b>                  |
| 2  | <b>Dragon Medical 10 + Dictaphone PowerMic 2</b>  |     | MSRP = \$1,899.99 Less \$200.99 Savings   | <b>\$1699</b>                  |
|  | <b>Dragon Medical Small Practice (SP) 10</b>  |     | MSRP = \$1,199.99 Less \$150.99 Savings   | <b>\$1049</b>                  |
|  | <b>Dragon Medical Small Practice (SP) 10 + Dictaphone PowerMic 2</b>  |     | MSRP = \$1,499.99 Less \$150.99 Savings   | <b>\$1349</b>                  |
| 5  | <b>NEW PROGRAM SPECIAL!</b><br>Take additional <b>\$50 off each Dragon Medical</b> ordered by August 28, 2009   |     |   | <b>-\$50</b>                   |
| <b>ADD A LEADING PROFESSIONAL DIGITAL RECORDER AND/OR TRANSCRIPTION KIT?</b>   |   |     |   |                                |
| 6  | <b>Olympus DS5000 Digital Recorder Kit</b>  |     | MSRP=\$599 Less \$169 Savings<br>Includes 512MB microSD Card, USB dock, rechargeable battery, etc. Also supports SD/SDHC cards. | <b>\$439</b>                   |
| 7  | <b>Olympus AS5000 Transcription Kit</b>   |     | MSRP=\$449 Less \$130 Savings<br>Includes headset, foot pedal and software  | <b>\$309</b>                   |
| 8  | <b>Philips DPM (Digital Pocket Memo) 9600</b>   |     | MSRP=\$499 Less \$60 Savings<br>Includes 256MB SD/MMC Card, USB dock, rechargeable batteries, USB Cable, License Dongle, etc.   | <b>\$439</b>                   |
| 9  | <b>Philips LFH 7277 SpeechExec Pro Transcription Set</b>  |     | MSRP=\$379 Less \$70 Savings<br>Includes headset, foot pedal and software   | <b>\$309</b>                   |
| <b>Bonus!</b>  |   |     |   |                                |
| 10   | <b>Image Management, LLC Dragon Resource CD</b> – Contains PDFs of Dragon Medical Provider Packet, user guides, a training workbook, quick reference sheets, etc. to aid in use of Dragon Medical |     |   | No charge with Dragon purchase |
| <b>Complete your order:</b>  |   |     |   |                                |
| <b>Please complete</b>   | <b>Shipping, Insurance &amp; Handling</b> (Options: Ground - \$18; Two day - \$35; Overnight - \$55)  |     |   |                                |
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**Who is Image Management, LLC?** We are your Nuance Gold Certified Partner based in Raleigh and offer Dragon NaturallySpeaking and related products and services. We have two Nuance certified trainers who can install, customize, train and offer on-site, web/remote and phone services to insure your installation provides the highest productivity.

**How can we help?** We can provide Dragon NaturallySpeaking and related products/services such as microphones and digital recorders. We offer training, customization, integration with your applications (such as your EMR), workflow assistance, hardware selection and follow-up support and troubleshooting. Contact us for pricing of services and products not seen here.

